



Global Health  
Partnerships  
*FORMERLY THET*

# We're hiring!

 **JOB PACK**

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Thanks for your interest in working at GHP.  
This job pack provides you with everything you need to  
know to apply for this role and what it means to work at  
GHP.

**HEAD OF FUNDRAISING**



## JOIN OUR TEAM!

### About Global Health Partnerships (GHP) Formerly THET

GHP is a global health charity working in partnership with governments, health institutions, and international bodies to train health workers and strengthen health systems across 31 countries.

We do this through grants management and capacity building, alongside research, convening and advocacy towards the goal of Universal Health Coverage. At the centre of our approach, is the model of Health Partnerships, long-term relationships between UK and LMIC health institutions, which improve health services through the reciprocal exchange of skills, knowledge, and experience.

At the heart of our work is vision of a world where everyone has access to healthcare.

Find out more at [thet.org](https://thet.org).



Global Health  
Partnerships  
FORMERLY THET

# OUR VALUES

1



Partnering through collaboration

2



Partnering with respect

3



Partnering with integrity

4



Partnering through learning





# JOB SPECIFICATION

Contract	Permanent 37.5 hours per week
Reports to	Deputy Chief Executive
Location	Remote – with regular meetings in London
Salary	£59,745
Line Management of	Fundraising Coordinator and Programmes Funding Coordinator





## JOB PURPOSE

This is a fantastic role for an ambitious fundraising expert who likes to roll up their sleeves and combine strategic thinking, with active fund raising and the leadership of a team.

This is an ideal role for someone who is wanting to advance their career by taking on a senior role within the international NGO sector as part of Global Health Partnership's (GHP's) Leadership Team.

GHP has a strong track record in securing institutional funding. Our priority now is to build on this track record and further diversify our funding sources and innovate in how we fund our work to achieve greatest impact.

You will enjoy considerable autonomy as you continue to grow GHP's visibility with external partners and our income, working with the full support of the Chief Executive and Board of Trustees.

### **Here are the top four things we think you can be excited about:**

- Being at the heart of the UK global health community, supporting UK NHS and other health workers to engage internationally, working closely with diverse partners including WHO, UK Government Departments and the NHS.
- Developing your own strategy and team to deliver growth in income across major donors and corporate supporters.
- Working with the recently formed business development team and with colleagues from across the organisation (in the UK and overseas) to identify opportunities for funding and developing bespoke proposals.
- Taking on a leadership role within GHP, contributing to the quality and strategic direction of its global health work.





## KEY RESPONSIBILITIES

Reporting to the Deputy Chief Executive as a member of the Leadership Team. Responsibilities for Fund raising are distributed across many roles in the organisation, but you will be responsible for the development and delivery of the organisational Fundraising Strategy, paying particular attention to the diversification of our funding portfolio and ensuring all teams are supported to achieve their fundraising goals.

Your main focus will be on diversifying our funding sources, growing our income from major donors and corporate supporters and increasing our effectiveness and reach with trusts and foundations. You will have the autonomy to shape the role and make it your own. We encourage the successful candidate to showcase their creativity and strategic thinking to enhance our profile, attract and retain new donors and to grow income.

You will have impeccable stakeholder management, ensuring our core Partners, Stakeholders, Donors and Trustees receive timely, engaging and trusted updates on our work and impact, and have a positive experience of creating change with GHP.

You will be a positive, flexible, and hands-on team player who is able to create a team around projects and campaigns, as well as build strategic relationships with strategic donors, philanthropists and partners.





## KEY RESPONSIBILITIES

### **Leadership and management**

- Make an active contribution to the direction of the charity, driving innovation in the areas you are responsible for, spotting opportunities and making the connections with workstreams across the wider organisation.
- Provide leadership to the Business Development Team and ensure individual members are operating with clear objectives, are well supported, and working fluently with other members of the organisation and with external stakeholders.
- Work with the CEO to ensure Trustees are kept fully informed of progress.
- Contribute to the wider operational performance of the charity by being an active member of the organisational and UK Leadership Forum.
- Undertake required HR processes following all appropriate organisational policies and procedures.

### **Fundraising**

- Develop and deliver the organisational fundraising strategy and workplan.
- Proactively identify opportunities for new and diverse funding for the organisation and our programmes.
- Ensure a coordinated approach to all fundraising across the organisation, including appropriate guidelines/ quality standards are set and followed and that there are clear roles and responsibilities for fund raising activity.
- Lead organisational efforts to secure income from private sector partners, high net-worth individuals and Trusts and Foundations, and lead the way in exploring new models of revenue from events and training.
- Manage an active portfolio of existing and prospective supporters and ensure appropriate stewardship approaches are set and followed across the organisation.
- Ensure all fundraising regulations and codes of conduct are adhered to.





## KEY RESPONSIBILITIES

### **Strengthening Fund raising capacity**

- Ensure the continuous development of the Business Development team and those across the organisation who play a role in fundraising (including programme and country teams).

### **General support**

- Provide support to the Deputy CEO and others as necessary and relevant.
- Represent GHP externally at global health events.







# PERSON SPECIFICATION

Person specification	Essential	Desirable
<b>Qualifications</b>	<ul style="list-style-type: none"><li>• A degree in a relevant topic</li></ul>	<ul style="list-style-type: none"><li>• A fundraising qualification or equivalent i.e Institute of Fundraising</li></ul>
<b>Experience</b>	<ul style="list-style-type: none"><li>• At least eight years of progressively relevant experience in fundraising.</li><li>• Leadership role in fundraising and evidence of developing, and working to, a strategic plan.</li><li>• Experience in a variety of income generation streams, with a particular focus on corporate partnerships, high net-worth individuals and trusts and foundations.</li><li>• Experience of working in and/or supporting international development programmes, in particular global health programmes.</li><li>• Experience of effectively identifying and securing funding from a range of new donors.</li><li>• Experience in the development and implementation of fundraising campaigns.</li><li>• Experience of managing a team.</li><li>• Experience cultivating new donors.</li></ul>	<ul style="list-style-type: none"><li>• Experience developing products or services as an income generation approach.</li></ul>





# PERSON SPECIFICATION

Person specification	Essential	Desirable
<b>Knowledge</b>	<ul style="list-style-type: none"><li>• Knowledge of international development and global health.</li><li>• Knowledge of effective proposal development processes and principles.</li><li>• Knowledge of the donor landscape, including donors relevant to global health.</li></ul>	<ul style="list-style-type: none"><li>• Knowledge of the corporate donors relevant to global health.</li><li>• Knowledge of the UK health system and institutions.</li></ul>
<b>Skills</b>	<ul style="list-style-type: none"><li>• Ability to manage a varied workload calmly and independently.</li><li>• Excellent proven oral and written communication skills, and an ability to think creatively.</li><li>• Excellent skills in the creation of compelling cases for support.</li><li>• Ability to build positive relationships and work effectively with colleagues and key internal/ external stakeholders to achieve goals.</li><li>• Entrepreneurial approach, able to identify opportunities and develop creative responses.</li><li>• Ability to collaborate and work in a diverse team environment.</li><li>• High emotional intelligence so you can deliver tailored proposals and deliver exceptional donor care and stewardship.</li></ul>	<ul style="list-style-type: none"><li>• Ability to read and interpret medical articles and scientific research papers, and to communicate complex information clearly for both lay and professional audiences.</li></ul>





# PERSON SPECIFICATION

Person specification	Essential	Desirable
<b>Values</b>	<ul style="list-style-type: none"><li>• Commitment to GHP's approach, ethos and values.</li></ul>	





# MEMBERSHIP & CRM ADMINISTRATOR SECONDMENT

## What we offer

- Flexible working hours
- Remote working arrangements, with regular travel to London
- Enhanced Maternity and Paternity leave benefits
- Confidential Employee Assistance Programme
- 25 days annual leave plus three days off between Christmas and New Year
- Annual learning & development allowance
- 5% employer pension contribution when an employee contributes 3%.
- Cycle to work scheme.
- A friendly, supportive work environment.

## How to apply

Candidates can apply by submitting a maximum two-page cover letter stating why they are interested in this position, what they would bring to the role and how they fit the person specification.

This letter should be submitted with a CV to [jobs@thet.org](mailto:jobs@thet.org) by midnight Monday 20th January, with 'Head of Fundraising' in the subject line.

This post is UK based. Non-EC nationals will require current and valid permission to work in the UK.

